

SHOPPING TRIPS TO WASHINGTON VOTED A SUCCESS

Business Men Praise
Work Done by Cham-
ber of Commerce
Committee.

Fourteen States Repre-
sented in Replies to
Refund Booklet
Advertising.

With the drawing to a close of the
committee's efforts of the retail trade
committee of the Chamber of Com-
merce, to bring out-of-town shoppers to
Washington, business men are enthusi-
astic over the results obtained.

It was stated at the committee's head-
quarters last night that the advertising
campaign to induce outsiders to turn
their attention toward Washington had
resulted in inquiries for refund booklets
from fourteen States and 17 towns and
cities. This in itself, considering the
short time in which the advertising was
done, is a matter of satisfaction to
Washington merchants.

That Washington's shopping facilities
have awakened such widespread inter-
est they consider to be one of the
most encouraging features of the cam-
paign. To quote one of the merchants
participating in the plan, this result in
itself would have justified the expense
entailed.

Opened Their Eyes.

"The people of the three surrounding
States," said Mr. "have been informed
that Washington is somewhat more to
them than the Capital of the country.
They have been made to know that this
is a shopping center, and the best one
available to them outside of New York.

"Any considerable increase in the
trade of any city has not been built up
without continued effort, and the results
so far indicate to me that it is only
necessary to continue the present meth-
ods of advertising Washington to the
country round about in order to gain
for Washington merchants many
thousands of new permanent cus-
tomers."

Many Fares Refunded.

It was stated at the committee's
headquarters last night that a very
satisfactory volume of business had al-
ready been transacted, and that a large
number of railroad fares had been re-
funded. It was also stated that most
of these refunds were made to persons
who had been interested through the
advertising, and had come to Washing-
ton to do their Christmas shopping di-
rectly as a result of the committee's in-
ducement.

Some interesting incidents are related
in connection with the work of the two
past weeks. One customer from a Vir-
ginia town, who had purchased several
hundred dollars' worth of goods, was
asked by the manager of the committee
why he had come to Washington to
make his purchases. He said he had
been in the habit of going to Baltimore
whenever he had any out-of-town shop-
ping to do, but that the announcements
of the committee had interested him,
and he decided to ascertain what the
stores were like. He said that he was
both surprised and pleased, and that
hereafter he would patronize Washing-
ton rather than Baltimore.

Mail Order Patron.

Another resident of Virginia said that
this plan of the Chamber of Commerce
to refund fares had enabled her to buy
her goods in Washington, whereas she
had been sending to the mail-order
houses of Chicago. She said also that
many of her neighbors would take ad-
vantage of the plan.

Several shoppers from Annapolis said
that they, like most Annapolis people,
had been in the habit of going to Bal-
timore to do their shopping, but that with
the inducement of the railroad fare re-
funding they would prefer to buy here.

Not a single case of dissatisfaction
with the plan of the committee has been
experienced, and every visitor who came
to headquarters for a refund went away
pleased with the plan.

To illustrate the conviction that the
natural trade zone of Washington ex-
tended as far south as Norfolk and
Lynchburg, as far west as Cumberland,
as far north as Frederick and Carlisle,
Pa., and as far east as Annapolis, the
manager of the committee stated that
although the bulk of shoppers had come
from the intermediate points, all of
these places were represented on the
books of the committee by the names of
purchasers of considerable amounts of
goods.

Forget the Refund.

It has been ascertained that in ad-
dition to the purchasers who have claim-
ed refunds at the committee's head-
quarters, there has been a large amount
of business done by out-of-town shop-
pers, who have not gone to the trouble
of asking for their refunds.

A number of merchants report that
they have had direct results from the
committee's advertising, and that in
several cases these purchasers have not
presented refund books in order to bene-
fit by the refund, but have been at-
tracted to Washington simply through
the inducement of special bargains, and
by the attractions of the city.

Yesterday was the last day of the two
weeks during which it was advertised
that the committee would refund fares.
It will be impossible, however, to close
the rooms for a few days, owing to the
numerous matters that have still to be
attended to. It is expected that many
shoppers will be looking for the com-
mittee's headquarters, even though the
time limit has expired, and for these
reasons the office of the committee will
remain open for the next two or three
days.

LULLABY.

"O Mother! Holy Mother!
in the dark I fear,
I sit me with thy shining eyes,
and thou ever near.
O Mother! Holy Mother!
all thy little Son,
I sit him by me praying dreams
Ere the night be done.
Call the Angels, call them early,
and them fly to Thee,
One to call the little birds,
One to waken me.
—S. Weir Mitchell, in Everybody's Mag-
azine.

ART AND ARTISTS

KEMEYS FIGURE TO BE EXHIBITED

Studied Animals on the
Plains and Knew His
Models.

The leading art event of the week
will be the memorial exhibition of the
works in sculpture of the late Edward
Kemeys in the Homeloye of the Cor-
coran Gallery of Art, which will be open
to the public daily from today until
Tuesday, December 24, inclusive.

Among sculptors Kemeys not only oc-
cupied an honored place, but a position
peculiarly his own. It cannot be
said that his work was greatly in-
fluenced by the work of other artists in
his medium. Not only was his ability
of selection one that marked a strong
personality, but in his power of ex-
pression he departed to a marked degree
from well-beaten paths followed closely
by other sculptors. In order to know
intimately the wild animals selected as
themes for his art, he lived in the coun-
try of the big game, and studied
seriously and humanely the wild ani-
mals until he could work from a
knowledge possessed by but few stu-
dents of our American animals.

In his interpretation he worked broad-
ly and cared more for masses than for
abundant detail. In his compositions he
evinced a desire to portray the milder
rather than the ferocious temperament
of his wild models. In his study he
found likable, and sometimes humorous
qualities in his models, he was looking
for the best, rather than the worst
side of his subjects.

National Gallery Pictures

Rearranged to Great Advantage

A decided improvement in the ar-
rangement of the pictures belonging to
the National Gallery temporarily ex-
hibited in the Corcoran Gallery, was
made last week. By this new arrange-
ment a majority of the pictures have
been placed on the east wall of the
upper atrium leaving the west wall
south of the staircase, and the south
wall at the disposal of the gallery for
the arrangement of some pictures which
have been temporarily stored away.

This new arrangement was made under
the personal supervision of the donor,
W. T. Evans, assisted by Henry W.
Ranger, who has been for some time
an adviser of Mr. Evans in art matters.
There will be noted two new pictures
which were received the past week.
One of these, "The Enchantress," by
F. S. Church, a genre study, showing
a young girl in the depths of the wood
holding in control two massive tigers
whom she is evidently leading to the
chase, while it is unique as a subject,
is hardly satisfying when compared
with other pictures in the collection.
In this work the different technique
shown in the picturing of the model,
and the painting of the two tigers is
in such marked contrast that there is
a sensation of discord in the group pre-
sented.

The other picture, "Musa Regina," by
Henry Oliver Walker, a purely imagina-
tive composition, is thoroughly enjoy-
able in its decorative qualities, while
the drawing and coloring are refined
and pleasing.

Max Weyl's Exhibition to Go

To New York Next Month

The commemorative exhibition in
honor of the seventieth birthday anni-
versary of Max Weyl, the veteran land-

scape painter of this city, closed last
Wednesday night. The exhibition was
successful far beyond the anticipation
of the artist or his many friends. A
goodly number of sales were made, and
the pictures selected by the purchasers
proved not only an appreciation of the
work of this artist, but a wise selection
of many of his best paintings. So
great has been the success of this ex-
hibition that Mr. Weyl has been invited
to take his collection to New York,
where it will be given the honor of the
opening exhibition on January 2, 1908,
in the new Fifth avenue galleries of
Baer & Folsome.

Heaton Paints Madonna

And Handsome Portrait

A. G. Heaton, the portrait and genre
painter, will leave the city this week
for Cuba, where he will pass the holi-
day season with his son. In his studio
in Seventeenth street Mr. Heaton has
two recent works which show his vir-
satility in widely separated fields of art.

The most ambitious of the two pic-
tures is that of the Madonna and Child.
In this the artist has departed from
the conventionalized treatment of this
religious picture. The composition
shows the mother with the Christ child
at sunrise upon the housetop. The child
supported by the mother is standing
upon the parapet. With outstretched
hands he seems to be greeting the ris-
ing sun, while in the expression of the
eyes is seen that mingling of the human
and divine as if seeing beyond the ris-
ing of the sun that power controlling
distance are seen the surrounding hills
of Nazareth. In the draperies the cus-
toms of the country, and in the faces
of the Madonna and Child the charac-
teristics of the Semitic race are easily
seen. The subject, while out of the
ordinary, is marked in its sincere re-
ligious treatment.

Mr. Heaton's other picture—a portrait
of Miss Diana Norton—is a work which
leaves but little to be desired in the
direction of a portrait of a personal
character. The sitter, a beautiful wo-
man, has fared well at the hands of
this artist, and yet the work has a de-
gree of realism which leads one to be-
lieve that there has been no attempt
at flattery. It is a case where a sitter
with a charming personality has found
an appreciative artist, and in the grace-
ful pose, the large hat, the dark even-
ing gown, the luxurious furs, and the
well-selected background, are happily
united a picture which would attract
attention among a large collection of
portraits of beautiful women.

Capital Camera Club

Finds Quarters at Last

The Capital Camera Club after many
months of homelessness is again estab-
lished in remodeled quarters in the
Walters building, in F street. In the
remodeling of the building the club has
been able to secure an additional room,
which will be furnished as a reception
and reading room. By this arrangement
more space can be devoted to work-
rooms on the main floor of the club
rooms, while the assembly room will
be changed to the studio floor, where
demonstrations of lantern slides and of
other photographic processes will be
held instead of using the main floor
of the club rooms for that purpose as
heretofore.

Within a very few days, and possi-
bly during this week the club will place
on exhibition a small and well selected
collection of examples of pictorial pho-
tography, which has just been received
from another photographic organization
belonging to a federation of camera
clubs.

New Color Photo Method

Surpasses French Process

In the line of color photography, in
which so much interest has been mani-
fested since last June, when Lumiere

gave to the people of France a descrip-
tion of his autochrome process which
was fully described at that time in
this column, there seems to have been
some most remarkable strides, if we are
to believe what is found in photographic
journals. It is now claimed that the
Lumiere process has been outdone, and
that whereas the autochroms of Lu-
miere only give a transparency on glass
in natural colors produced after a long
series of careful chemical manipula-
tions, that the Warner-Powrie system
of color photography comprises a pro-
cess which gives upon one plate and
with one manipulation a negative in
natural colors from which a positive
on glass, or on paper giving a picture

in natural colors can be printed at any
time, and that as many copies can be
produced as from the ordinary negative.
While this seems impossible, and
"too good to be true," it should not
be forgotten that between the discov-
ery of the daguerreotype, and the glass
negative from which positives on paper
could be printed, many years elapsed,
but that the improvement was made,
and the ordinary photographic method
of reproducing prints from a single
negative, is now no more wonderful
than the art of the printer or the en-
graver.

Notes and Personals.

The movement toward securing a me-
morial sculpture in honor of James A.
McNeill Whistler, to be executed by

the foremost sculptor of France, Rodin,
to be placed in Whistler's home in
Chelsea, London, has inaugurated a
subscription list among residents of the
United States, to secure a replica of
this sculpture for the United States.

Among those in this country who are
assisting in securing subscriptions for
this purpose are William M. Chase,
Richard Watson Gilder, Halsey C. Ives,
Edmund C. Tarbell, and Harrison S.
Morris.

Paul Bartlett, the American sculptor,
who has been for some years in Paris,
and whose important commission, an
equestrian figure of Lafayette present-
ed to France by the school children of

the United States is now being cast in
bronze, will soon visit the United States.

Artists throughout the country are
heartily indorsing at least two recom-
mendations of President Roosevelt, in
his recent message—those recommenda-
tions relating to the removal of the
duty on works of art, and the appro-
priation of money for a building for
the National Gallery of Art.

The arts and crafts movement in Bos-
ton is reaching into the class which has
hitherto been conspicuous in society, and
it is now stated that Mrs. Bellamy
Storer has come within the influence of
this movement and is now devoting con-
siderable time each day to repousse
work in copper.

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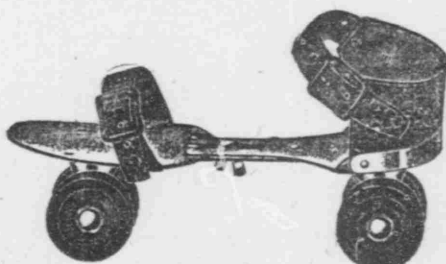
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